




5.0 credits	30.0 h	1q
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Teacher(s) :	Schuiling Isabelle ;
Language :	Français
Place of the course	Louvain-la-Neuve
Main themes :	<p>Students must apply their know-how by taking concrete decisions et justifying them. They will write a coherent marketing plan showing their strategic decisions, their justification and their operational decisions as well as their control. A corporate game is forecasted.</p> <p>Themes :</p> <p>Analysis, strategic choice, operational decision, planification, control</p>
Aims :	<p>After a " basic marketing course " based on concept understanding and market situation analysis competences, students must be able to develop their decision-taking ability and to evaluate the risk taken.</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Content :	<p>Summary " Summary and content " see " scope " above and " methods " see " methods " below Content See "scope" above</p> <p>Methods In-class activities - Lectures - Exercices/PT - Problem based learning - role playing/simulation</p> <p>At home activities - Readings to prepare the lecture - Exercices to prepare the lecture - Paper work - Students presentation</p>
Other infos :	<p>Prerequisites Basic Marketing Evaluation : Examination and team presentation Support : Textbook recommended and slides & cases provided through iCampus References : Provided during the class Pedagogic team : Professor's weekly open door Other : -</p> <p>Corporate features - conference - case study</p> <p>Techniques and tools for teaching and learning - IT tools - simulation</p>
Faculty or entity in charge:	CLSM

Programmes / formations proposant cette unité d'enseignement (UE)				
Intitulé du programme	Sigle	Credits	Prerequis	Acquis d'apprentissage
Master [120] in Management	GEST2M	5	-	
Master [120] in Business Engineering	INGE2M	5	-	
Master [120] in Management	GESM2M	5	-	
Master [120] in Business Engineering	INGM2M	5	-	